

Elliman Report

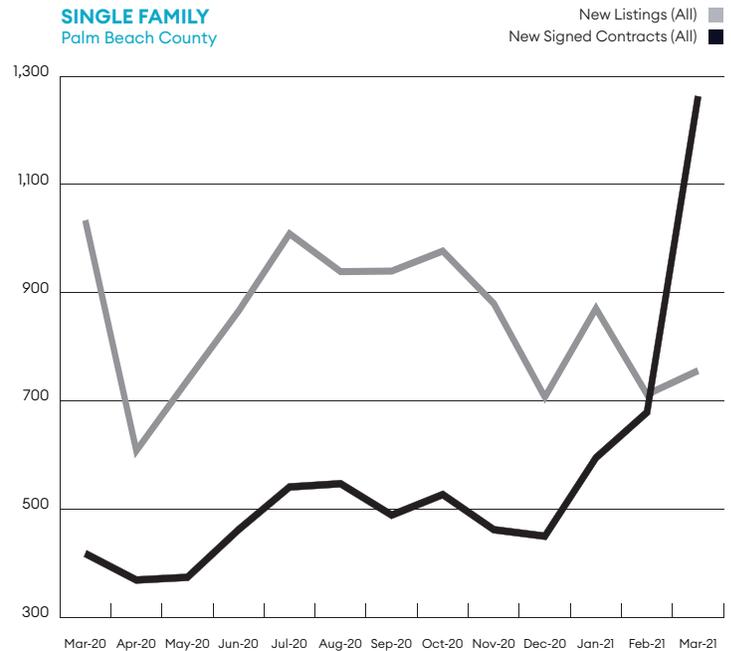
Florida

March 2021 New Signed Contracts

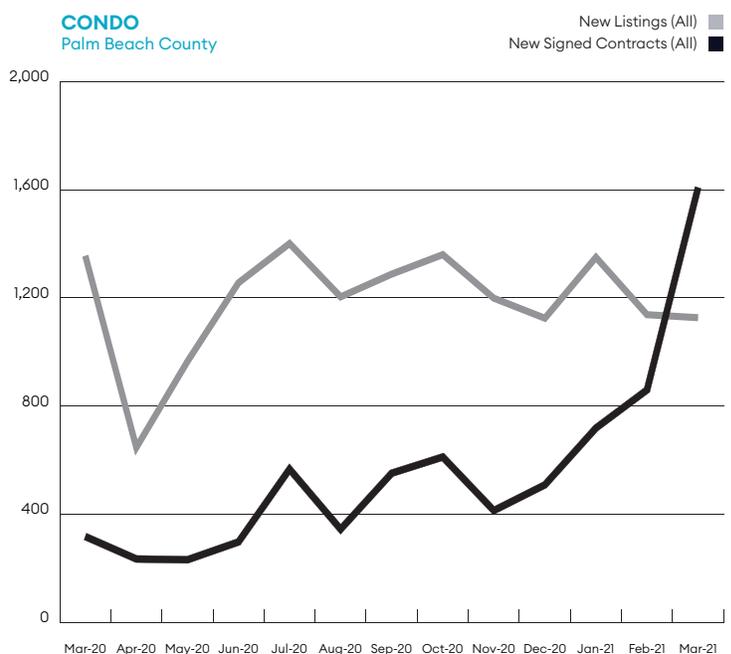
Palm Beach County

"Single family and condo new signed contracts have surged since the beginning of the year. New signed contract growth is generally seeing greater year over year gains in higher price tranches. New inventory for single families and condos has fallen sharply from year-ago levels."

SINGLE FAMILY MATRIX Palm Beach County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	1,263	418	202.2%
< \$300K	34	30	13.3%
\$300K - \$399K	145	69	110.1%
\$400K - \$499K	248	97	155.7%
\$500K - \$999K	214	58	269.0%
\$1M - \$2.99M	148	34	335.3%
\$3M - \$4.99M	134	41	226.8%
\$5M - \$9.99M	76	24	216.7%
≥ \$10M	264	65	306.2%
New Listings (All)	756	1,034	-26.9%
< \$300K	12	45	-73.3%
\$300K - \$399K	77	135	-43.0%
\$400K - \$499K	106	207	-48.8%
\$500K - \$999K	104	154	-32.5%
\$1M - \$2.99M	90	112	-19.6%
\$3M - \$4.99M	102	109	-6.4%
\$5M - \$9.99M	59	76	-22.4%
≥ \$10M	206	196	5.1%



CONDO MATRIX Palm Beach County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	1,608	318	405.7%
< \$200K	625	188	232.4%
\$200K - \$299K	384	52	638.5%
\$300K - \$399K	182	18	911.1%
\$400K - \$599K	99	14	607.1%
\$600K - \$999K	85	6	1316.7%
\$1M - \$2.99M	71	9	688.9%
\$3M - \$4.99M	34	5	580.0%
≥ \$5M	128	26	392.3%
New Listings (All)	1,127	1,356	-16.9%
< \$200K	508	652	-22.1%
\$200K - \$299K	232	269	-13.8%
\$300K - \$399K	97	141	-31.2%
\$400K - \$599K	80	81	-1.2%
\$600K - \$999K	44	53	-17.0%
\$1M - \$2.99M	39	45	-13.3%
\$3M - \$4.99M	19	23	-17.4%
≥ \$5M	108	92	17.4%

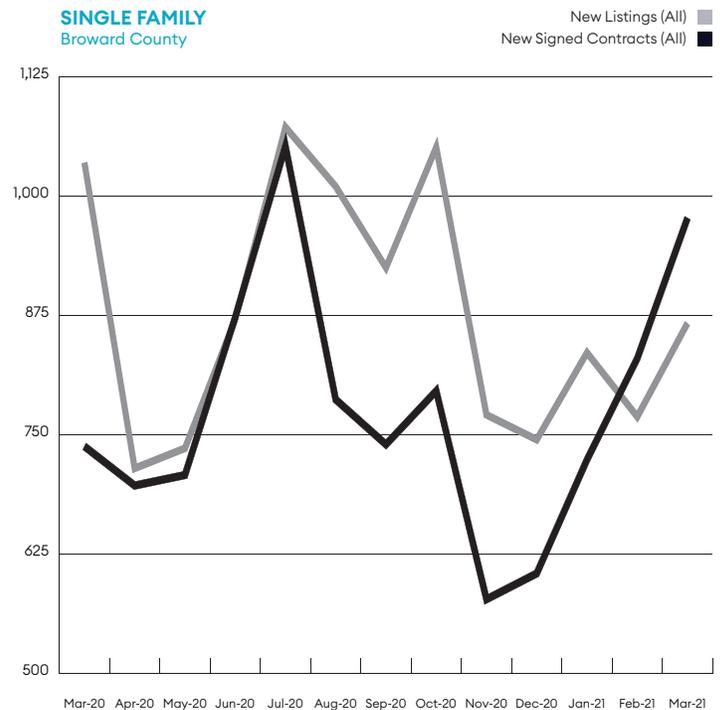


Source: BeachesMLS

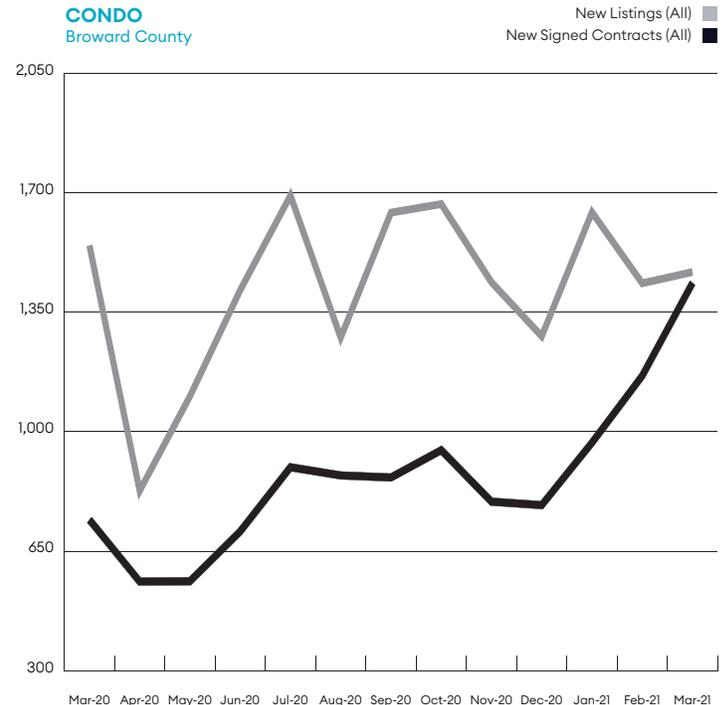
Broward County

"Single family and condo new signed contracts have risen sharply since the beginning of the year. New signed contract growth generally saw greater year over year gains in the upper half of the market by price. New inventory for single families and condos saw modest declines from year-ago levels."

SINGLE FAMILY MATRIX Broward County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	977	738	32.4%
< \$300K	26	31	-16.1%
\$300K - \$399K	142	150	-5.3%
\$400K - \$499K	251	201	24.9%
\$500K - \$999K	192	118	62.7%
\$1M - \$2.99M	104	52	100.0%
\$3M - \$4.99M	111	103	7.8%
\$5M - \$9.99M	49	41	19.5%
≥ \$10M	102	42	142.9%
New Listings (All)	867	1,035	-16.2%
< \$300K	19	32	-40.6%
\$300K - \$399K	79	187	-57.8%
\$400K - \$499K	172	231	-25.5%
\$500K - \$999K	150	175	-14.3%
\$1M - \$2.99M	96	100	-4.0%
\$3M - \$4.99M	112	120	-6.7%
\$5M - \$9.99M	62	74	-16.2%
≥ \$10M	177	116	52.6%



CONDO MATRIX Broward County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	1,436	742	93.5%
< \$200K	671	411	63.3%
\$200K - \$299K	331	178	86.0%
\$300K - \$399K	169	91	85.7%
\$400K - \$599K	70	22	218.2%
\$600K - \$999K	38	11	245.5%
\$1M - \$2.99M	40	14	185.7%
\$3M - \$4.99M	18	7	157.1%
≥ \$5M	99	8	1137.5%
New Listings (All)	1,468	1,546	-5.0%
< \$200K	688	803	-14.3%
\$200K - \$299K	291	307	-5.2%
\$300K - \$399K	180	173	4.0%
\$400K - \$599K	89	87	2.3%
\$600K - \$999K	59	43	37.2%
\$1M - \$2.99M	53	45	17.8%
\$3M - \$4.99M	32	30	6.7%
≥ \$5M	76	58	31.0%

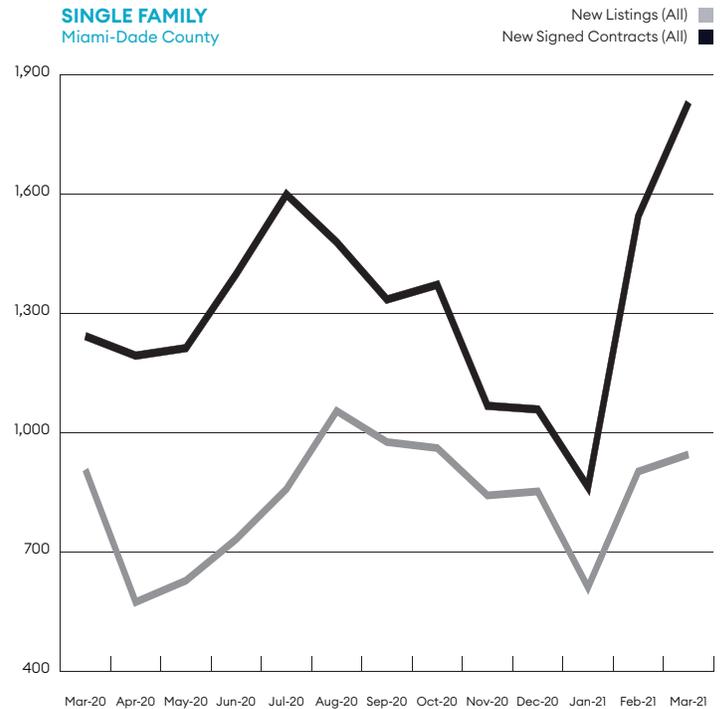


Source: BeachesMLS

Miami-Dade County

"Single family and condo new signed contracts have risen sharply since the beginning of the year. New signed contract growth generally saw greater year over year gains in the upper half of the market by price. Condos showed much larger gains due to their earlier slowdown in activity early on in the pandemic."

SINGLE FAMILY MATRIX Miami-Dade County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	1,830	1,243	47.2%
< \$300K	26	70	-62.9%
\$300K - \$399K	142	241	-41.1%
\$400K - \$499K	374	350	6.9%
\$500K - \$999K	405	218	85.8%
\$1M - \$2.99M	200	103	94.2%
\$3M - \$4.99M	223	125	78.4%
\$5M - \$9.99M	104	55	89.1%
≥ \$10M	356	81	339.5%
New Listings (All)	946	908	4.2%
< \$300K	31	22	40.9%
\$300K - \$399K	60	102	-41.2%
\$400K - \$499K	139	271	-48.7%
\$500K - \$999K	153	150	2.0%
\$1M - \$2.99M	116	67	73.1%
\$3M - \$4.99M	110	83	32.5%
\$5M - \$9.99M	73	50	46.0%
≥ \$10M	264	163	62.0%



CONDO MATRIX Miami-Dade County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	2,752	627	338.9%
< \$200K	529	182	190.7%
\$200K - \$299K	737	196	276.0%
\$300K - \$399K	499	105	375.2%
\$400K - \$599K	222	36	516.7%
\$600K - \$999K	161	25	544.0%
\$1M - \$2.99M	194	21	823.8%
\$3M - \$4.99M	108	11	881.8%
≥ \$5M	302	51	492.2%
New Listings (All)	2,090	2,963	-29.5%
< \$200K	280	393	-28.8%
\$200K - \$299K	471	716	-34.2%
\$300K - \$399K	358	355	0.8%
\$400K - \$599K	208	195	6.7%
\$600K - \$999K	123	801	-84.6%
\$1M - \$2.99M	157	256	-38.7%
\$3M - \$4.99M	104	95	9.5%
≥ \$5M	389	152	155.9%

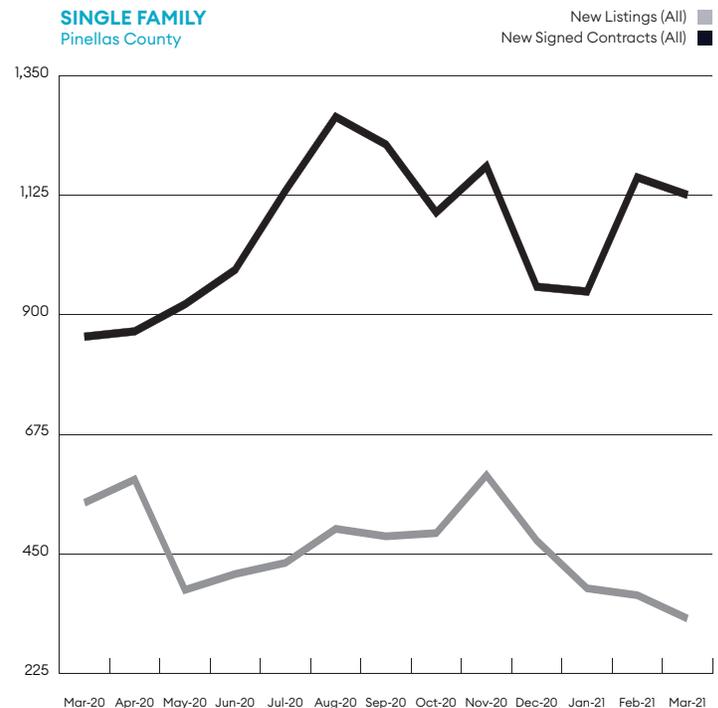


Source: Miami Association of REALTORS, INC. MLS

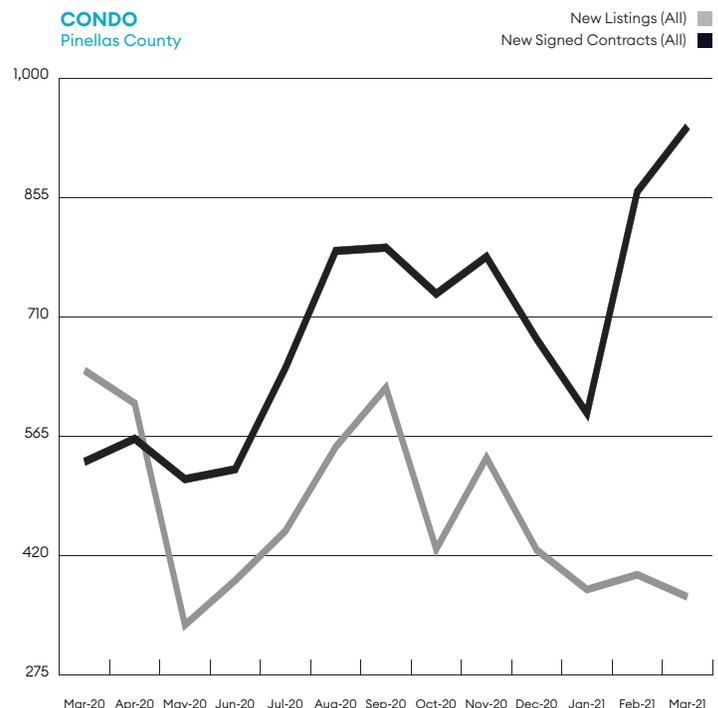
Pinellas County

"Single family and condo new signed contracts have risen sharply since the beginning of the year. Condo new signed contract growth showed greater year over year gains in the upper half of the market by price. New inventory for single families and condos showed large declines from year-ago levels."

SINGLE FAMILY MATRIX Pinellas County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	1,272	869	46.4%
< \$200K	109	148	-26.4%
\$200K - \$299K	353	281	25.6%
\$300K - \$399K	306	159	92.5%
\$400K - \$499K	174	80	117.5%
\$500K - \$599K	87	62	40.3%
\$600K - \$799K	84	63	33.3%
\$800K - \$999K	57	33	72.7%
≥ \$1M	102	43	137.2%
New Listings (All)	341	590	-42.2%
< \$200K	24	101	-76.2%
\$200K - \$299K	71	166	-57.2%
\$300K - \$399K	86	126	-31.7%
\$400K - \$499K	47	55	-14.5%
\$500K - \$599K	25	43	-41.9%
\$600K - \$799K	27	24	12.5%
\$800K - \$999K	27	24	12.5%
≥ \$1M	34	51	-33.3%



CONDO MATRIX Pinellas County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	1,061	562	88.8%
< \$200K	473	286	65.4%
\$200K - \$299K	227	121	87.6%
\$300K - \$399K	113	59	91.5%
\$400K - \$499K	71	38	86.8%
\$500K - \$599K	42	18	133.3%
\$600K - \$799K	60	24	150.0%
\$800K - \$999K	37	5	640.0%
≥ \$1M	38	11	245.5%
New Listings (All)	357	605	-41.0%
< \$200K	151	308	-51.0%
\$200K - \$299K	48	127	-62.2%
\$300K - \$399K	50	54	-7.4%
\$400K - \$499K	22	45	-51.1%
\$500K - \$599K	19	19	0.0%
\$600K - \$799K	23	22	4.5%
\$800K - \$999K	11	8	37.5%
≥ \$1M	33	22	50.0%

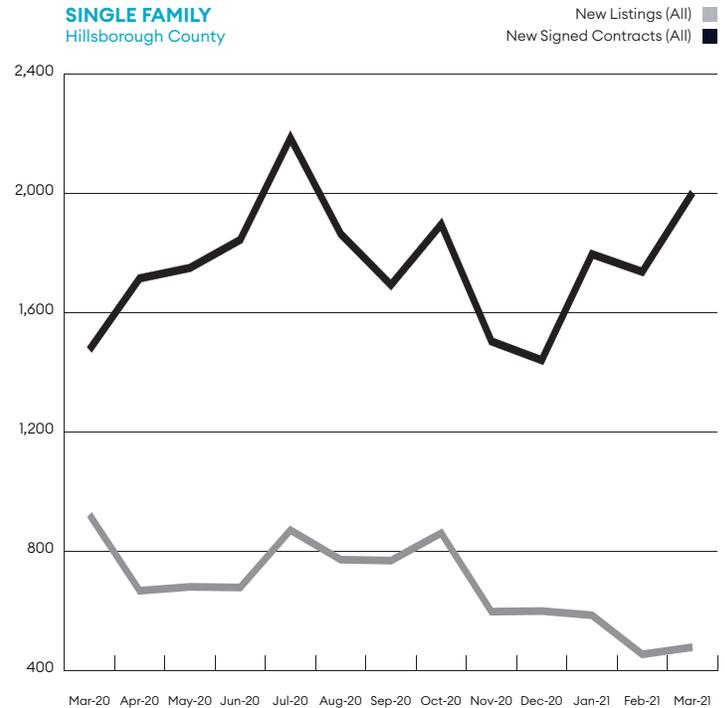


Source: Stellar MLS

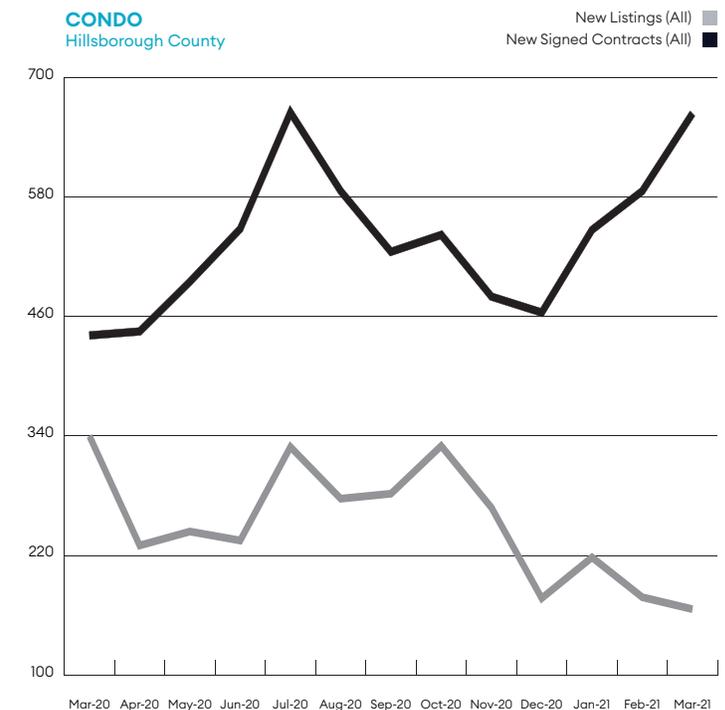
Hillsborough County

"Single family and condo new signed contracts have risen sharply since the beginning of the year. New inventory for single families and condos showed significant declines from year-ago levels, unable to keep up with demand."

SINGLE FAMILY MATRIX Hillsborough County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	2,002	1,476	35.6%
< \$200K	148	263	-43.7%
\$200K - \$299K	678	633	7.1%
\$300K - \$399K	561	267	110.1%
\$400K - \$499K	248	118	110.2%
\$500K - \$599K	133	61	118.0%
\$600K - \$799K	107	83	28.9%
\$800K - \$999K	45	23	95.7%
≥ \$1M	82	28	192.9%
New Listings (All)	480	924	-48.1%
< \$200K	32	93	-65.6%
\$200K - \$299K	129	345	-62.6%
\$300K - \$399K	137	215	-36.3%
\$400K - \$499K	54	100	-46.0%
\$500K - \$599K	31	42	-26.2%
\$600K - \$799K	42	67	-37.3%
\$800K - \$999K	17	18	-5.6%
≥ \$1M	38	44	-13.6%



CONDO MATRIX Hillsborough County	MAR 2021	MAR 2020	%Δ (YR)
New Signed Contracts (All)	664	441	50.6%
< \$200K	282	230	22.6%
\$200K - \$299K	211	77	174.0%
\$300K - \$399K	79	27	192.6%
\$400K - \$499K	42	28	50.0%
\$500K - \$599K	24	66	-63.6%
\$600K - \$799K	20	9	122.2%
\$800K - \$999K	1	4	-75.0%
≥ \$1M	5	0	
New Listings (All)	166	340	-51.2%
< \$200K	55	155	-64.5%
\$200K - \$299K	38	68	-44.1%
\$300K - \$399K	25	28	-10.7%
\$400K - \$499K	8	27	-70.4%
\$500K - \$599K	12	36	-66.7%
\$600K - \$799K	12	16	-25.0%
\$800K - \$999K	2	5	-60.0%
≥ \$1M	14	5	180.0%



Source: Stellar MLS

Questions or comments? Email report author
Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
575 Madison Avenue, New York, NY 10022
212.891.7000 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com